Topic	Question	Answer	
ent B	There is not an Attachment B included with the bid documents. Are we able to use our own table and formula for pricing? What level of detail should be included?	There is no cost template. We meant that your cost proposal should be labeled Attachment B. We apologize for the confusion.	
Attachment	Is there a format for Attachment B - Cost Proposal that the bidder should use?	There is no cost template. We meant that your cost proposal should be labeled Attachment B. We apologize for the confusion.	
4	Can you please provide Attachment B – Cost Proposal?	There is no cost template. We meant that your cost proposal should be labeled Attachment B. We apologize for the confusion.	
Budget	Has a budget been determined by the State for this RFP? If so, please share the amount.	The State is looking for proposals that fulfil the RFP requirements as well as the associated budget needed to complete the requirements outlined. Proposals could identify various options and budgetary impact for the state to consider.	
Bud	Is there a not to exceed budget for this engagement?	The State is looking for proposals that fulfil the RFP requirements as well as the associated budget needed to complete the requirements outlined. Proposals could identify various options and budgetary impact for the state to consider.	
Constraints	Can the State clarify what it means by "special project constraints"? What special project constraints are being considered in this RFP?	Offerors should describe examples of past constraints they have faced on projects and how the constraints were handled.	
	Where should vendors include exceptions, e.g. attachment to cover letter, appendix of RFP response, etc.?	Exceptions may be included in an appendix.	
	Is any official prior approval needed to any alteration or deviation to Standard Terms and Conditions as noted in Section 2?	Proposals should identify concerns with the standard contract languance and include proposed language for consideration.	
	Will the State agree to a jury trial waiver provision being added to the Agreement?	Proposals should identify concerns with the standard contract languance and include proposed language for consideration.	
	Will the State agree to pay Consultant for retaining records for period of time in excess of Consultant's standard record retention period if the State notifies the Consultant that such records are under a pending audit in accordance with Section 9 of Attachment A?	Proposals should identify concerns with the standard contract languance and include proposed language for consideration.	

Will the State agree to the following restrictions with respect to its right to have access to and examine and copy all records, books, papers or documents related to the services under the Agreement under Section 9 of Attachment A?

"Any such examination or audit shall be at the State's expense. Due to the confidential and proprietary nature of Consultant's operations and to protect the integrity and security of its operations and the shared nature of systems which may be used to provide the Services under this Agreement, Consultant reserves the right to reasonably limit the scope of such inspections, and require that such inspections (i) must be preceded by advance written request of no less than 30 days prior to the anticipated start date and may occur no more than once in any twelve (12) month period, barring exigent circumstances, in which case an inspection may be performed in response to such circumstance or concern, and at a time mutually agreed by Consultant and the State, (ii) if to be conducted by a third party, the third party must be a mutually agreed upon specialist in the subject of the inspection, where such agreement by Consultant shall not be unreasonably withheld, (iii) are subject to appropriate confidentiality and non-disclosure provisions, and (iv) may not unreasonably disrupt Consultant's normal business or IT operations. Such inspections may be conducted by the State's counsel, its internal staff, by independent third parties retained by the State, or other governmental authorities having jurisdiction over the State. The State agrees that should any independent inspector be deemed by Consultant to be a competitor of Consultant, the parties shall mutually agree to the inspection procedures prior to such inspection."

Proposals should identify concerns with the standard contract languance and include proposed language for consideration.

Will the State agree to the following retention rights of Consultant as an exception to return information provided from the State under Section 10 of Attachment A: "Notwithstanding the forgoing to the contrary, Consultant, subject to its confidentiality obligations under this Agreement, may (i) retain copies of information received from the State that it is required to retain by law or regulation, (ii) retain copies of its work product containing such information for archival purposes or to defend its work product and (iii) in accordance with legal, disaster recovery and records retention requirements, store such copies and derivative works of such information in an archival format (e.g. tape backups), which may not be returned."

Proposals should identify concerns with the standard contract languance and include proposed language for consideration.

Will the State agree to a thirty (30) day cure period for any breach of the Agreement before it Proposals should identify concerns with the standard contract languance and include is terminated pursuant to Section 11 of Attachment A?

proposed language for consideration.

Will the State agree to add the following provision to the end of Section 12 of Attachment A: "Consultant is not obligated to provide services unless and until written notification is received from the State that the necessary funds are availability for the services. If so notified, Consultant's obligation shall increase only to the extent funds are made available."

Proposals should identify concerns with the standard contract languance and include proposed language for consideration.

Is the State willing to negotiate the terms and conditions of the contract?

Proposals should identify concerns with the standard contract languance and include proposed language for consideration.

Will the State agree to 30 day payment terms?

The state will make payment for services upon satisfactory completion of services and receipt of a bill. Payment will be in accordance with SDCL 5-26.

	Will the State consider limiting liability on this contract?	This can be discussed as part of contract negotiation.		
	Will the State consider limiting liability for data breaches / breaches of confidentiality?	This can be discussed as part of contract negotiation.		
	We are including a subcontractor as part of the proposed work team. Would acceptance of our proposal and award considered approval from the State to use this subcontractor?	DSS agrees although this approach.		
	Will the State include one year renewal periods to apply upon the expiration of the initial one year term as referenced under Section 2 of Attachment A?	This can be discussed as part of contract negotiation.		
Cost Proposals	Offerors may submit multiple cost proposals. How will the State evaluate multiple proposals in the point system?	Vendors may provide alternative approaches to conduct the work; the cost proposal will be evaluated for the proposed approach best meeting the state's needs.		
ation	While the State has provided a list of criteria in order of importance, is there a relative weighting scale that can be provided to understand what the relative importance of the 8 criteria is?	After determining that a proposal satisfies the mandatory requirements stated in the Request for Proposal, the evaluator(s) shall use subjective judgment in conducting a comparative assessment of the proposal by considering each of the criteria listed in the RFP, in the stated order of importance.		
Evaluation	Is there a standard hour estimate for the engagement? If not, how will you compare bids with varying levels of hours and price?	After determining that a proposal satisfies the mandatory requirements stated in the Request for Proposal, the evaluator(s) shall use subjective judgment in conducting a comparative assessment of the proposal by considering each of the criteria listed in the RFP, in the stated order of importance.		
	Section 4.3 states that the "The offeror may be required to submit a copy of their most recent independently audited financial statements". As a small private entity our firm does not have audited financial statements. Will the State require financial statements? If so, will the State accept unaudited financial records prepared by an independent accountant?	If a most recent finance statement is requested, the State will work with vendor on needed documentation.		
Financials	Should financial statements be included with response, or are they required at contract initiation?	If a most recent finance statement is requested, the State will work with vendor on needed documentation.		
<u> </u>	"The offeror may be required to submit a copy of their most recent independently audited financial statements." Will this be a requirement for this RFP? Does proof of financial stability suffice?	If a most recent finance statement is requested, the State will work with vendor on needed documentation.		
	If required, can the Consultant provide copies of independently audited financial statements of its parent company?	Yes		
#	Is there a technical (detailed) response page limit?	No.		
Proposal Format	Section 6.1.1. is requesting information about offerors' specialized expertise, capabilities, and technical competence" Please advise as to where that information should be provided in our proposal.	There is no preferred format or location for this information.		
Prop	Can the offeror include detailed resumes of suggested personnel as an attachment?	Yes.		

Legal	Section 1.12 provides that pricing and service elements are not considered proprietary and cannot be protected. Can (vendor) protect from public disclosure its pricing/cost proposal and customer information as trade secrets? (Vendor)'s position is that its pricing, as well as the client reference information under Section 4.4, is trade secret information, consistent with the definition of Trade Secret under the South Dakota Uniform Trade Secrets Act Chapter 37-29(4) which defines Trade Secret as follows: (4) "Trade secret," information, including a formula, pattern, compilation, program, device, method, technique, or process, that: (i) Derives independent economic value, actual or potential, from not being generally known to, and not being readily ascertainable by proper means by, other persons who can obtain economic value from its disclosure or use; and (ii) Is the subject of efforts that are reasonable under the circumstances to maintain its secrecy.	- As stated in the Request For Proposal, pricing/cost proposal cannot be considered proprieta information, nor a trade secret. Client reference information can be considered proprietary information.	
	Does the submission of exceptions have any impact on the scoring of the vendor's proposal?	No.	
Other	This section state "The Division of Medical Services is issuing this request for proposals (RFP) from offerors to provide a comprehensive review of South Dakota Medicaid's structure and strategy as described in 3.0 Scope of Work for the dental benefits provided under the South Dakota Medical Services program." Is "dental" in section 1.1 correct? The 3.0 Scope of Work indicates that the requirements are for the entire Medicaid program, not just dental.	A correction was disseminated and published to clarify that this Section 1.1 reads as follows: "The Division of Medical Services is issuing this request for proposals (RFP) from offerors to provide a comprehensive review of South Dakota Medicaid's structure and strategy as described in 3.0 Scope of Work for the benefits provided under the South Dakota Medical Services program."	
Procurement Process	Response to questions are due on June 10, 2020. Given the short timeframe between the response to questions and the proposal submission date of June 19, 2020, would the State consider moving the due date to July 10, 2020, to allow the vendors time to incorporate responses into their proposal?	DSS is committed to the published timeline.	
	Section 1.2, page 2: Please confirm the location where the state will post updates to this procurement. The RFP document states in section 1.2 to refer to the Department of Social Services website link http://dss.sd.gov/keyresources/rfp.aspx for the RFP, any related questions/answers, changes to schedule of activities, amendments, etc. However, a correction to the RFP was posted at the South Dakota Bureau of Administration Sourcing Event Posting Board, not the aforementioned DSS website link.	Corrections will be posted to this site, http://dss.sd.gov/keyresources/rfp.aspx, and to the South Dakota Bureau of Administration Sourcing Event Posting Board.	
	Can the state provide a listing of those interested offerors who submitted a letter of intent?	DSS does not publish a list of vendors who submitted LOIs. A list of vendors who submit proposals will be published later in the process.	
References	This section states "Provide the following information related to at least three previous and current service/contracts performed by the offeror's organization which are similar to the requirements of this RFP. Provide this information for any service/contract that has been terminated, expired or not renewed in the past three years:" Is it the intent of the State that the vendor supplies all previous and current contracts that have been terminated, expired or not renewed in the past three years? Or provide three references from the past three years?	Offerors are expected to provide the information (a-c) for at least three references and for any service/contract terminated, expired or not renewed in the past three years.	

Response Requirements	Please clarify the content requirements for 5.2.3.1, which requires a "complete narrative of the offeror's ability and approach". Section 5.2.3.2 requires a point-by point response to the requirements of the RFP in Sections 3 and 4. May we combine our discussion of approach and provide it in section 5.2.3.2?	Both sections are required independently.
	Section 5.2.3.2 states "A specific point-by-point response, in the order listed, to each requirement in the RFP as addressed in Sections 3 and 4. The response should identify each requirement being addressed as enumerated in the RFP". Could you please confirm responses are not required for Sections 4.1-4.3?	Correct, responses are not required for Sections 4.1-4.3.
	Section 5.2.3.2 states "A specific point-by-point response, in the order listed, to each requirement in the RFP as detailed in Sections 3 and 4. The response should identify each requirement being addressed as enumerated in the RFP." Is it required to give a response for each item in Section 4? It appears that only items 4.4, 4.5, 4.6, 4.7 require a response. Please clarify.	Correct, responses are not required for Sections 4.1-4.3.
	Is it possible South Dakota will want the winning Offeror to potentially implement proposed recommendations in 2021?	This is not anticipated at this tme.
ral	Is DSS open to obtaining other types of Medicaid waiver or state plan amendments from CMS (i.e., 1915(b), 1932(a), 1915(i), etc.) to support alternative service delivery models?	Vendor recommendations with regard to waivers or state plan amendments are in scope for this project.
Scope - General	Does the organizational structure/business processes assessment include IT functions and the MMIS?	The assessment might include insights as to best practices with regard to IT-related functions but does not include evaluation of the MMIS or other technical systems in use.
Sco	Does DSS intend for the work to include stakeholder discussions, both internal and external to the organization?	Yes. The extent of discussions will depend to some degree on the vendor's findings and recommendations.
	Please provide an approximate count of stakeholders and/or staff that are to be interviewed as part of this assessment. Are they all located in Pierre, SD or spread across multiple locations?	Completetion of this project is expected to entail discussions with approximately 10-15 staff and stakeholders, most but not all of whom are based in Pierre.
Scope - Business Processes	Does the request in Section 3.0 ("Scope of Work") to "review current approach to business processes and offer recommendations" refer to all business processes within the Department of Social Services; all business processes within the Division of Medical Services; or a particular subset of business processes within the Division of Medical Services (e.g., Medicaid eligibility, provider payment, customer service, coverage policy, rate-setting, information technology, etc.)?	This refers to business processes funded by South Dakota Medicaid, especially those within the Division of Medical Services.
	Please further describe the intent for the review of business processes. We would like to confirm if this is a review of business processes used by the Division of Medical Services for administering the Medicaid Program, or if it encompasses review of processes across all Divisions within the Department of Social Services?	This refers to business processes funded by South Dakota Medicaid, especially those within the Division of Medical Services. Recommendations might include process improvements or changes to the way the process is resourced.
	What specific business processes are South Dakota interesting in evaluating and improving?	This refers to business processes funded by South Dakota Medicaid, especially those within the Division of Medical Services.

Scope - Group Purchasing	Does the request in Section 3.0 ("Scope of Work") to "evaluate the potential to negotiate lower rates and/or greater discounts by joining or forming a multistate compact or similar group purchasing arrangements" refer to all South Dakota Medicaid services or primarily services commonly volume-purchased by states such as prescription drugs and durable medical equipment and supplies?	DSS is interested in any opportunities to access better or more affordable services or supplies via group purchasing or similar arrangements.	
	What does South Dakota envision regarding forming multi-state compact or similar-group purchasing arrangements? Is this in response to the COVID pandemic or applicable to a different service delivery system(s)?	DSS is interested in any opportunities to access better or more affordable services or supplies via group purchasing or similar arrangements.	
Scope -	To which services does the following statement in the scope of work apply? "Evaluate the potential to negotiate lower rates and/or greater discounts by joining or forming a multi-state compact or similar group-purchasing arrangements."	DSS is interested in any opportunities to access better or more affordable services or supplies via group purchasing or similar arrangements.	
	Please explain what types of services or products the state is interested in for group- purchasing arrangements as mentioned in bullet 5.	DSS is interested in any opportunities to access better or more affordable services or supplies via group purchasing or similar arrangements.	
Scope - Organizational Structure	Which agencies, besides DSS, will be included in the organization structure review?	Other agencies will only be included in the organizational structure review in as much as the administer benefits funded by Medicaid. Interaction with staff from other agencies will be limited and closely coordinated by DSS. The degree of interaction with staff from other agencies will also be somewhat dependent on the vendor's findings and recommendations.	
	What outcome is desired from the organizational structural review? Is the department seeking to streamline or improve processes and internal systems and enhance efficiency or is the focus more intended to ensure that the organization is structured to support potential future policy changes such as additional value based purchasing initiatives?	DSS seeks an objetive expert evaluation of the ideal organizational structure for the South Dakota Medicaid program.	
	Please confirm whether the organizational structure review is focused on the internal organization of the Division of Medical Services, as well as its engagement with other agencies regarding the Medicaid Program. Or, is the review of the organization across all Divisions within the Department of Social Services?	Other agencies will only be included in the organizational structure review in as much as they administer benefits funded by Medicaid. Interaction with staff from other agencies will be limited and closely coordinated by DSS. The degree of interaction with staff from other agencies will also be somewhat dependent on the vendor's findings and recommendations.	
	Could you clarify which agencies are included in the statement "Review the organizational structure of the South Dakota Medicaid program and its footprint in <u>all agencies</u> of South Dakota state government"	Other agencies will only be included in the organizational structure review in as much as the administer benefits funded by Medicaid. Interaction with staff from other agencies will be limited and closely coordinated by DSS. The degree of interaction with staff from other agencies will also be somewhat dependent on the vendor's findings and recommendations.	
	Please clarify the key stakeholders from the state who will be involved with the project? Additionally, please clarify how many agency staff interviews the state anticipates being required under the project?	Key stakeholders from the State would include Division of Medical Services staff, certain key DSS staff and key staff from other agencies that administer services funded by South Dakota Medicaid. It is anticipated that interviews with 10 or more key staff might be appropriate.	
	Scope of work – bullet 1, mentions "and its footprint in all agencies of South Dakota state government." What are these agencies?	Several other agencies administer benefits that are funded by South Dakota Medicaid. Other agencies will only be included in the organizational structure review in as much as they administer benefits funded by Medicaid. Interaction with staff from other agencies will be limited and closely directed by DSS. The degree of interaction with staff from other agencies will also be somewhat dependent on the vendor's findings and recommendations.	

	Under "all agencies" are the following agencies/departments/functions included: -CHIP -Indian Health Services -Medicaid Program Integrity and Fraud, Waste and Abuse (in the AG's office) -SD MEDX	The scope of work includes the CHIP program in addition to Medicaid. It is not anticipated that the vendor would interact with the Indian Health Service or the AG's Office as part of this project other than perhaps as stakeholders. Project scope does not include recommendations about SD MEDX, or the MMIS.	
	In order to accurately estimate the effort required for the requested work, we would like to understand the current programs, services, and structure. Please provide these details.	Much of this information can be found at dss.sd.gov/medicaid/ or elsewhere on the DSS or State of South Dakota websites.	
	Has the state completed its work with West Virginia regarding the modular MMIS system update? If so, could we receive documentation about that partnership?	South Dakota is no longer persuing a partnership with West Virginia.	
dicaid	Did the SD DMS complete a state self-assessment for the MMIS program? If yes, please share the details.	South Dakota plans to complete a MITA 3.0 SS-A in the coming year.	
out SD Me	Are there any documents that outline the State's Medicaid strategy that have not been publicly published and are relevant for bidders to review prior to submitting a proposal? If yes, can these be made available?	There ae no such documents.	
Seeking Info About SD Medicaid	Can you confirm that the totality of the Medicaid state plan is located on the website, or will the vendor be required to collect additional data that may be only available in paper copies from the State?	All of the Medicaid state plan is on the website. The CHIP State Plan is not posted on the website, but can be shared electronically.	
Seekin	The State has identified that they operate a primary care case management program under a Section 1932(a) authority as of 2017, but the State plan pages under 3.1-F are not located on your website. Does the State still operate this program and where will the vendor be able to locate those State plan pages?	Information on the Primary Care Provider Program is available on the DSS website under Medicaid - Recipients.	
	Are there any governing documents sponsoring this consulting engagement such as legislation or any other strategic guidance? If so, could the state direct us to this material or provide a copy?	There are no such documents.	
Signature	Considering the Shelter in Place Restrictions currently in place - we are operating virtually. Will South Dakota accept an electronic signature to meet this requirement?	Yes.	
	Due to the current circumstances, may responses be submitted electronically?	Proposals may be sent to an SFTP folder. If your company would like to use this method, please submit the name and email of the person responsible by June 10. Send it to Dawson.Lewis@state.sd.us with the subject RFP 2011 SFTP upload.	
bmission	Given the current public health environment, we would like to request an electronic submission in order to prevent personnel from physically assembling and packing materials to ship.	Proposals may be sent to an SFTP folder. If your company would like to use this method, please submit the name and email of the person responsible by June 10. Send it to Dawson.Lewis@state.sd.us with the subject RFP 2011 SFTP upload.	
	Because of COVID restrictions, would the State be amenable to proposals that are submitted electronically, and thus waive the hardcopy and electronic "searchable" copy response requirements? Proposals could either be submitted via email or a secure file transfer.	Proposals may be sent to an SFTP folder. If your company would like to use this method, please submit the name and email of the person responsible by June 10. Send it to Dawson.Lewis@state.sd.us with the subject RFP 2011 SFTP upload.	

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Proposals may be sent to an SFTP folder. If your company would like to use this method, Given the COVID-19 pandemic, will the state consider electronic only submission of please submit the name and email of the person responsible by June 10. Send it to proposals? Dawson.Lewis@state.sd.us with the subject RFP 2011 SFTP upload. Q1: As per Section 1.5 the State has requested that proposals be submitted in hard copy. Given the current situation and various Stay At Home orders, many offices are on fully remote Proposals may be sent to an SFTP folder. If your company would like to use this method, operations in the coming weeks and would face significant challenges to produce the required please submit the name and email of the person responsible by June 10. Send it to copies. Would the State consider allowing electronic submission instead of hard copy Dawson.Lewis@state.sd.us with the subject RFP 2011 SFTP upload. submission? Will South Dakota accept an electronic submission of the proposal via email, the Mercury Yes. Proposals may be sent to an SFTP folder. If your company would like to use this method, Commerce procurement site, SFTP, or other proposed method? If a mailed response is please submit the name and email of the person responsible by June 10. Send it to required, can the submission be limited to the USB submission? Dawson.Lewis@state.sd.us with the subject RFP 2011 SFTP upload.

The RFP specifies that the findings must be presented in person before December 31, 2020. Given potential limits to travel under the pandemic, would the state be open to remote presentation options if travel is deemed unsafe?

The successful candidate is required to visit South Dakota for several days during the engagement, to tour key sites and stakeholders on a tour guided by DSS. The tour will be consolidated to a single visit if possible, to minimize vendor's travel costs. The final report of findings and recommendations is also required to be provided in person on site in Pierre, SD. DSS will adjust onsite requirements if/as appropriate due to travel restrictions or other conditions. Most if not all other work related to the project could be performed remotely.

Please provide more specifics on project location/onsite requirements. In light of the COVID-19 pandemic, will the State consider approaches that leverage teleconferencing and virtual collaboration technologies? The successful candidate is required to visit South Dakota for several days during the engagement, to tour key sites and stakeholders on a tour guided by DSS. The tour will be consolidated to a single visit if possible, to minimize vendor's travel costs. The final report of findings and recommendations is also required to be provided in person on site in Pierre, SD. DSS will adjust onsite requirements if/as appropriate due to travel restrictions or other conditions. Most if not all other work related to the project could be performed remotely.

In the schedule of activities, there is mention of oral presentation/discussions – would the state be amenable to do this using secure virtual options, such as Zoom, MS Teams, etc.,?

The successful candidate is required to visit South Dakota for several days during the engagement, to tour key sites and stakeholders on a tour guided by DSS. The tour will be consolidated to a single visit if possible, to minimize vendor's travel costs. The final report of findings and recommendations is also required to be provided in person on site in Pierre, SD. DSS will adjust onsite requirements if/as appropriate due to travel restrictions or other conditions. Most if not all other work related to the project could be performed remotely.

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The successful candidate is required to visit South Dakota for several days during the It is our understanding that the only on-site requirement is the presentation of findings and engagement, to tour key sites and stakeholders on a tour guided by DSS. The tour will be recommendations as requested in the last bullet. All other reviews and assessments can be consolidated to a single visit if possible, to minimize vendor's travel costs. The final report of performed using secure virtual options, such as Zoom or MS Teams. Please verify our findings and recommendations is also required to be provided in person on site in Pierre, SD. understanding. DSS will adjust onsite requirements if/as appropriate due to travel restrictions or other conditions. Most if not all other work related to the project could be performed remotely. The successful candidate is required to visit South Dakota for several days during the engagement, to tour key sites and stakeholders on a tour guided by DSS. The tour will be If the COVID-19 pandemic continues through the 2020 calendar year, is the state open to a consolidated to a single visit if possible, to minimize vendor's travel costs. The final report of video or other form of remote presentation of the winning bidder's findings? findings and recommendations is also required to be provided in person on site in Pierre, SD. DSS will adjust onsite requirements if/as appropriate due to travel restrictions or other conditions. Most if not all other work related to the project could be performed remotely. The successful candidate is required to visit South Dakota for several days during the Considering the differing rules and policy across the United States right now with regard to engagement, to tour key sites and stakeholders on a tour guided by DSS. The tour will be COVID and travel restrictions. Will the state consider alternatives to performing this work inconsolidated to a single visit if possible, to minimize vendor's travel costs. The final report of person in circumstances where that may not be possible? Your early consideration is findings and recommendations is also required to be provided in person on site in Pierre, SD. appreciated DSS will adjust onsite requirements if/as appropriate due to travel restrictions or other conditions. Most if not all other work related to the project could be performed remotely. The successful candidate is required to visit South Dakota for several days during the engagement, to tour key sites and stakeholders on a tour guided by DSS. The tour will be It looks like there is no requirement to work onsite but access to the office also shows in the consolidated to a single visit if possible, to minimize vendor's travel costs. The final report of RFP. Is it required to be onsite full-time or as needed to accomplish the tasks? findings and recommendations is also required to be provided in person on site in Pierre, SD. DSS will adjust onsite requirements if/as appropriate due to travel restrictions or other conditions. Most if not all other work related to the project could be performed remotely.